

**MATRIX
BEST AND FINAL OFFER
CIS-REPLACEMENT SOFTWARE & IMPLEMENTATION
RFP NO. AAA0014**

Evaluation Criteria		Total Points	BearingPoint, Inc. McLean, VA	IBM Corporation Cleveland, OH
1	Proposed Solution Viability *Compliance with functional requirements *Compliance with technical requirements	50 Points	46	46
2	Cost *Cost of base product * Cost of maintenance agreements * Cost of optional items	20 Points	20	19
3	Project Mangement Approach * Project management methodology * Completeness of project management documentation * On-site project manager * Qualifications and experience of project management staff	10 Points	8	7
4	Experience * Number of successfully installed sites * Customer references * Similar installations (size and scope) * Maturity of product * Maturity of company	10 Points	8	7
5	Explicit acceptance of all Terms and Conditions contained in this RFP	10 Points	3	3
6	Financial Viability of Company * Company Financials * Financial Ratings * Financial ratios	Pass/Fail	F	P
Grand Total Score		100 Pts	85	82